To His Honour
The Honourable Alan R. Abraham, C.D.
Lieutenant Governor of Nova Scotia

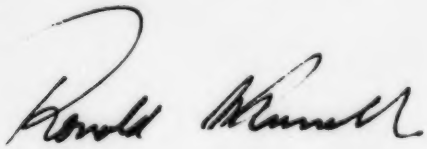
May It Please your Honour:

I have the honour to submit herewith a Report of The Nova Scotia Liquor Commission for the fiscal year ended March 31, 1985.

I have the honour to be,

Sir,

Your most obedient servant,



Ronald S. Russell
Minister in Charge of Administration
Liquor Control Act

To the Honourable Ronald S. Russell
Minister in Charge of Administration
Liquor Control Act
Province of Nova Scotia
Halifax, Nova Scotia

Sir:

The Nova Scotia Liquor Commission has the honour to submit its fifty-fifth Annual Report covering the period from April 1, 1984 to March 31, 1985.

During the past fiscal year, the Liquor Commission continued to its commitment to service and social responsibility within its operations.

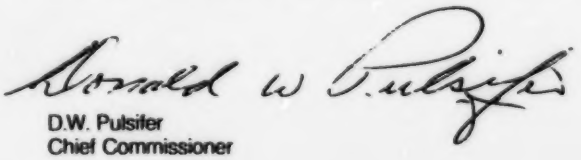
Sales in the past year increased 6.8% and profits 5.2%; this occurred with a volume increase of 3.6%. Sales to licensed establishments were up 6.9%, representing 18% of our business.

As as added convenience to the public, a new self-service store was opened at New Germany, Lunenburg County and a small convenience store was opened at the Halifax International Airport. The Commission now operates 88 stores; of this number, 59 are self-service, 13 conventional or counter stores and the remaining 6 are licensee stores.

The Commission gratefully acknowledges the contribution of its employees — their efforts have contributed to our progress during the past year.

The Commission also acknowledges the continued valuable assistance of the various law enforcement agencies throughout the Province along with other departments, agencies, and other branches of Government.

The following material highlights our financial operations.

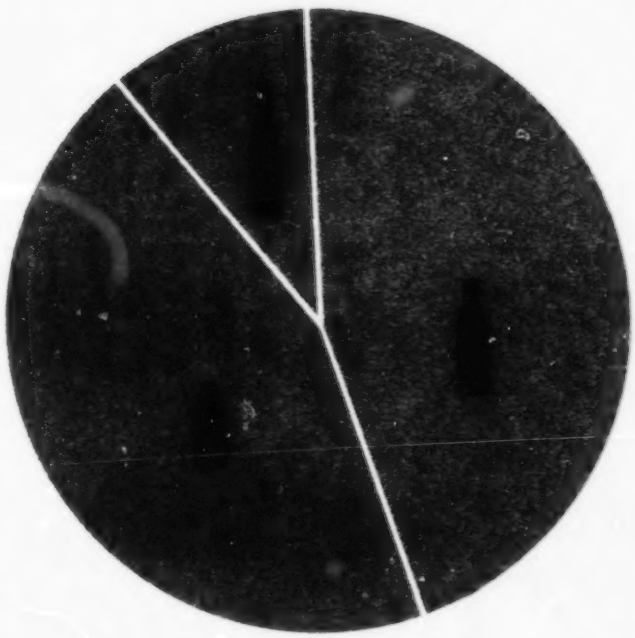


D.W. Pulsifer
Chief Commissioner

Halifax, Nova Scotia

SOURCE OF GROSS LIQUOR REVENUE

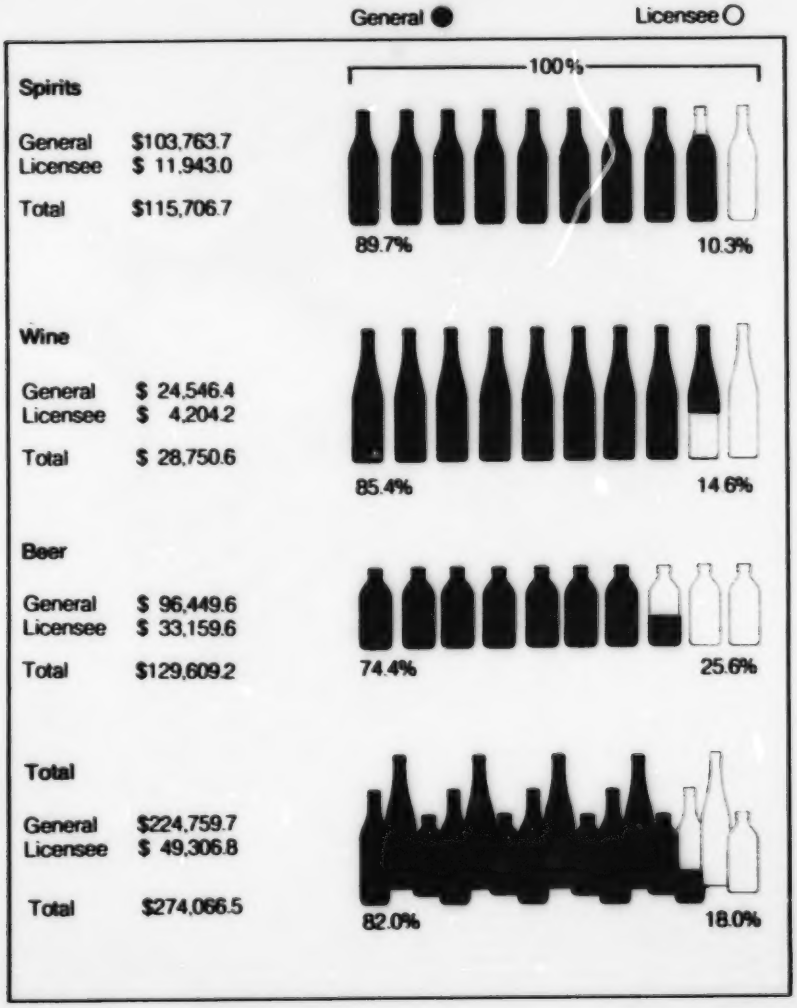
Dollars to the nearest 000's



Spirits	$115,706.7	42.2%
Wine	$28,750.6	10.5%
Beer	$129,609.2	47.3%
Total	$274,066.5	100.0%

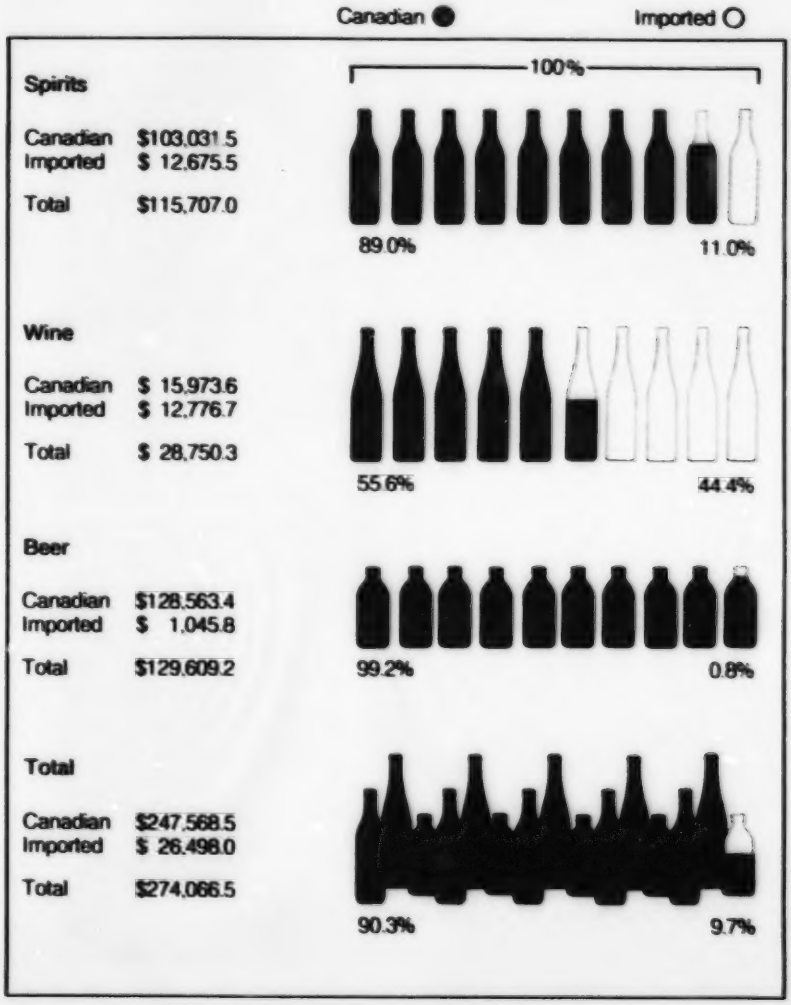
SOURCE OF GROSS LIQUOR REVENUE
General Vs Licensee

Dollars to the nearest 000's



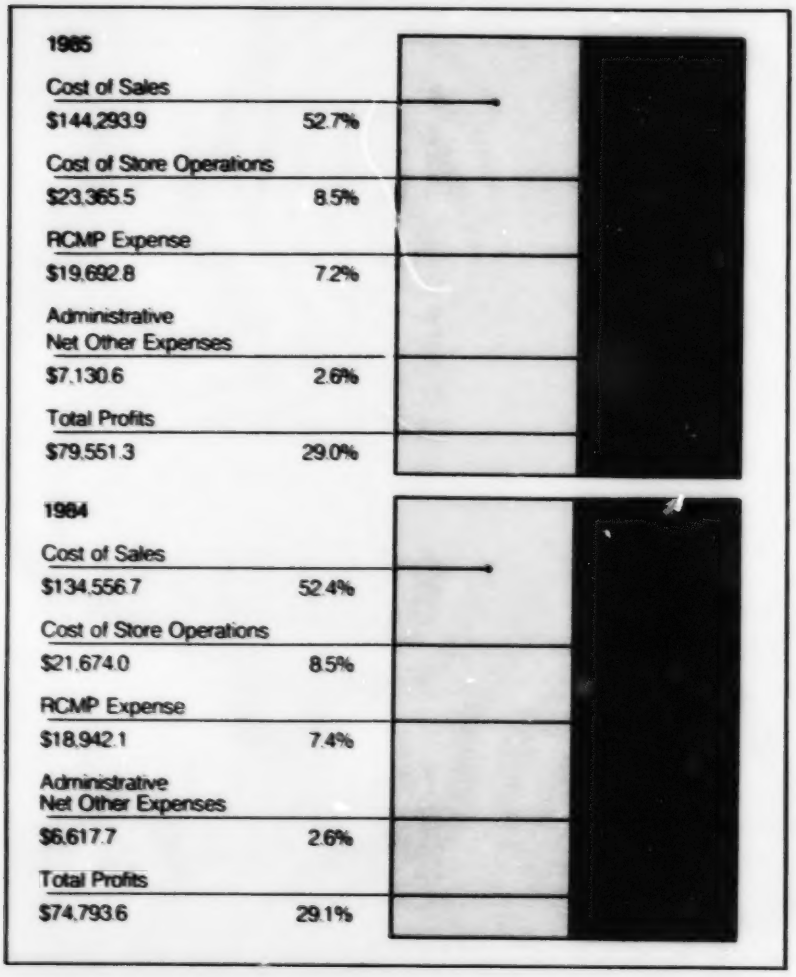
SOURCE OF GROSS LIQUOR REVENUE
Canadian Vs Imported

Dollars to the nearest 000's



DISTRIBUTION OF LIQUOR REVENUE DOLLARS
Two-Year Comparison

Dollars to the nearest 000's



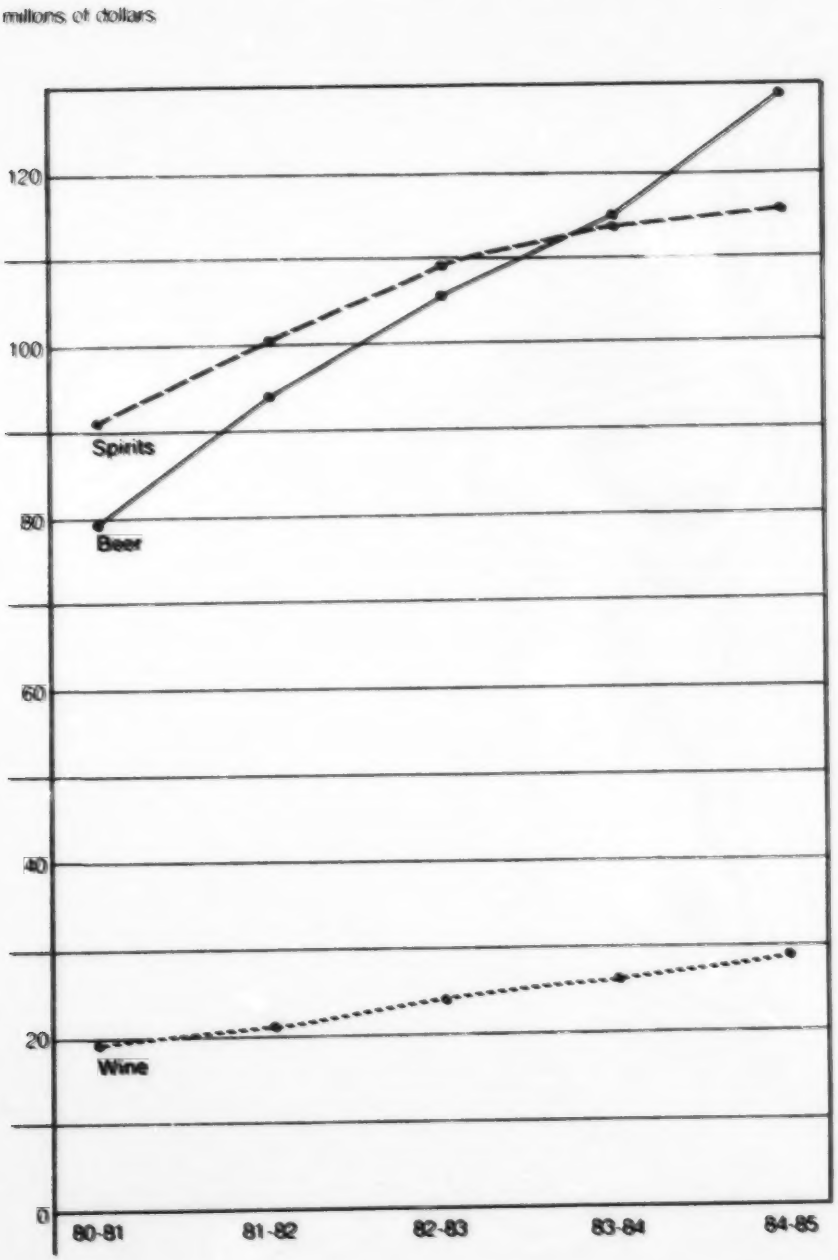
FIVE-YEAR SALES COMPARISON

Dollars to the nearest 000's

By		Spirits	Wine	Beer	Total
Class of Sales	84-85	115,706.7	28,750.6	129,609.2	274,066.5
	83-84	114,627.8	26,659.4	115,363.1	256,650.3
	82-83	109,386.5	24,505.2	105,669.3	239,511.0
	81-82	100,539.8	21,556.7	94,257.2	216,353.7
	80-81	91,917.4	19,330.2	79,364.7	190,612.3
	Canadian				
	Imported				
Canadian vs Imported	**84-85**	**103,031.5**	**15,973.6**	**128,583.4**	**247,588.5**
		12,675.5	12,776.7	1,045.8	26,498.0
	83-84	**102,532.7**	**14,789.3**	**114,213.3**	**231,545.3**
		12,094.9	11,860.3	1,149.8	25,105.0
	82-83	**98,357.9**	**13,638.0**	**104,740.3**	**216,716.2**
		10,998.6	10,867.2	929.0	22,794.8
	81-82	**90,715.8**	**12,413.2**	**93,476.7**	**196,605.5**
		9,824.2	9,143.6	780.4	19,748.2
	80-81	**82,558.2**	**11,049.5**	**78,591.5**	**172,199.2**
		9,359.2	8,280.7	773.2	18,413.1
Licensee	84-85	11,943.0	4,204.2	33,159.6	49,306.8
	83-84	11,553.6	3,748.2	30,836.1	46,137.9
	82-83	10,605.6	3,304.9	26,910.2	40,820.7
	81-82	9,487.9	2,983.1	23,617.9	36,068.9
	80-81	8,665.5	2,561.1	19,118.5	30,345.1

FIVE-YEAR SALES COMPARISON

Dollars to the nearest 000's



AUDITORS' REPORT

To the Honourable Ronald S. Russell
Minister in Charge of Administration
Liquor Control Act
Province of Nova Scotia
Halifax, Nova Scotia

We have examined the balance sheet of The Nova Scotia Liquor Commission as at March 31, 1985 and the statements of income and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1985 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles as modified by note 1(b) applied on a basis consistent with that of the preceding year.

Thorne Riddell
Chartered Accountants

Halifax, Nova Scotia
May 23, 1985

BALANCE SHEET
as at March 31, 1985

Assets		1985	1984
	Current Assets		
	Cash	2,893,038	3,168,377
	Accounts Receivable	425,063	284,925
	Inventories of stock in warehouse and stores	10,751,359	11,188,415
	Prepaid Expense & Other Assets	562,848	646,096
		14,632,308	15,287,813
	Fixed Assets		
	Furniture, Fixtures and Portable Equipment	3,448,176	3,191,052
	Other Equipment	1,994,631	1,846,361
	Land and Buildings	8,290,050	8,265,874
	Capital and Leasehold Improvements	7,651,102	7,078,712
		21,383,959	20,381,999
	Less: Accumulated Depreciation	17,593,928	16,284,629
		3,790,031	4,097,370
		18,422,339	19,385,183
Liabilities			
	Current Liabilities		
	Accounts Payable	6,174,837	5,485,409
	Minister of Finance		
	Balance at Beginning of Year	13,899,774	14,006,478
	Remittances	13,899,774	14,006,478
		Nil	Nil
	Current Year Net Income		
	Nova Scotia Liquor Commission	79,551,306	74,793,574
	Liquor License Board	Nil	806,200
		79,551,306	75,599,774
	Remittances	67,303,804	61,700,000
	Due Minister of Finance	12,247,502	13,899,774
		18,422,339	19,385,183

Leases (note 3)

STATEMENT OF INCOME

Nova Scotia Liquor Commission
Year ended March 31, 1985

	1985	1984
Sales	274,033,986	256,584,122
Cost of Sales	144,293,859	134,556,745
Gross Profit	129,740,127	122,027,377
Stores Operating Expense including depreciation on equipment of $1,255,032; 1984 $1,459,980	23,365,480	21,674,033
Gross Operating Profit	106,374,647	100,353,344
Administrative Expense including depreciation on equipment of $203,138; 1984 $104,136	8,772,960	7,843,492
Other Expense	330,567	319,606
Other Revenue	(1,973,020)	(1,545,471)
Net Operating Profit	99,244,140	93,735,717
Maintenance-R.C.M. Police	19,692,834	18,942,143
Net Operating Profit	79,551,306	74,793,574

STATEMENT OF CHANGES IN FINANCIAL POSITION

Year Ended March 31, 1985

	1985	1984
Working capital derived from		
Current operations		
Net income	**$79,551,306**	**$75,599,774**
Depreciation not involving working capital	**1,458,170**	**1,565,420**
	81,009,476	**77,165,194**
Working capital applied to		
Purchase of fixed assets (net	**1,150,831**	**1,852,802**
Remittances to Minister of Finance	**81,203,578**	**75,706,477**
	82,354,409	**77,559,279**
(Decrease) increase in working capital	**1,344,933**	**(394,085)**
Working capital at beginning of year	**9,802,404**	**10,196,489**
Working capital at end of year	**$ 8,457,471**	**$ 9,802,404**

NOTES TO FINANCIAL STATEMENTS
Year ended March 31, 1985

1 Accounting Policies

a Inventories

Inventories of stock in warehouse and stores are valued at the lower of cost and net realizable value. Customs and excise tax have not been included where payment is due upon shipment from bonded warehouse.

b Fixed assets

Fixed assets are stated at cost. Depreciation, excepting amounts determined for furniture, fixtures, portable equipment, other equipment and capital and leasehold improvements, is provided in accordance with generally accepted accounting principles on the following basis:

Furniture, fixtures, portable equipment — 99% of cost in the year of acquisition

Land and buildings — 5% straight-line

Land costs which normally would not be depreciated are written off due to the retention of proceeds by the Province of Nova Scotia.

2 Liquor License Board

Effective July 8, 1983 the Liquor License Board became a separate entity in accordance with new enabling legislation in the Liquor Control Act. All revenues and expenditures of the Board subsequent to this date are reported independently to the Minister in Charge of Administration, Liquor Control Act.

3 Leases

The Commission leases buildings and premises under operating leases which expire at various dates between 1985 and 2005. Some of these operating leases contain renewal options at the end of the initial lease term.

The following is an approximate schedule by years of future minimum rental payments required under operating leases that have initial lease terms in excess of one year, as of March 31, 1985:

1986	$1,644,627
1987	1,543,564
1988	1,433,372
1989	1,384,404
1990 to 2005	10,123,732
Total minimum payments required	$16,129,699

4 Maintenance of Royal Canadian Mounted Police

Payments are made for the maintenance of the Royal Canadian Mounted Police in accordance with the Liquor Control Act.

SALES IN HECTOLITRES

Approximate

	84-85 April/84 March/85	% Total	83-84 April/83 March/84	% Total	82-83 April/82 March/83	% Total	81-82 April/81 March/82	% Total	80-81 April/80 March/81	% Total
Spirits										
Canadian	55,730		59,568		64,728		66,419		66,455	
Imported	6,102		6,074		6,040		5,804		6,283	
Total	61,832	8.1	65,642	8.9	70,768	9.7	72,223	9.8	72,738	9.7
Wine										
Canadian	33,335		31,259		30,207		29,209		27,811	
Imported	20,085		19,424		18,332		15,797		14,509	
Total	53,420	7.0	50,683	6.9	48,539	6.7	45,006	6.1	42,320	5.7
Beer										
Canadian	643,712		615,671		605,648		613,947		628,824	
Imported	3,258		3,983		3,540		2,850		3,231	
Total	646,970	84.9	619,654	84.2	609,188	83.6	616,797	84.1	632,055	84.6
Grand total										
Total	762,222	100.0	735,979	100.0	728,495	100.0	734,026	100.0	747,113	100.0

Figures are for fiscal year from April 1 to March 31

SALE OF ALCOHOLIC BEVERAGES BY VOLUME PER CAPITA

Fiscal years ended March 31 — 15 years and over — litres per capita

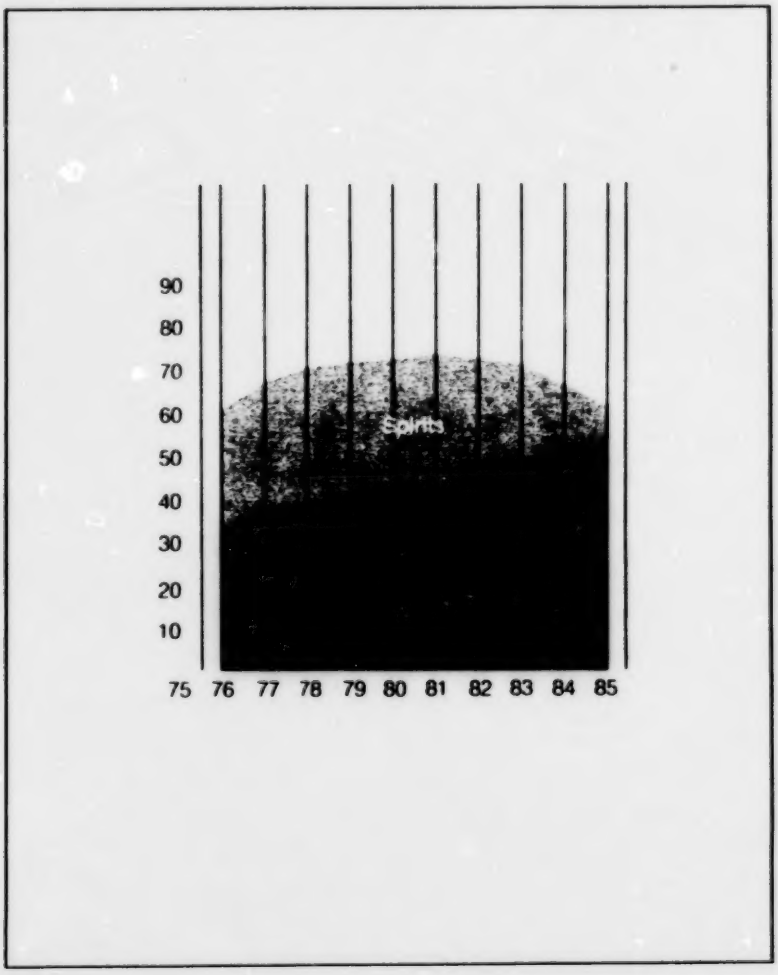
Five-Year Comparison

	Spirits					Wine				
	1980	1981	1982	1983	1984	1980	1981	1982	1983	1984
Nova Scotia	11.1	11.2	11.0	10.6	9.7	6.6	6.5	6.8	7.3	7.5
Newfoundland	9.9	10.0	9.8	9.5	9.2	3.6	4.0	4.1	4.1	3.8
Prince Edward Island	12.0	11.9	10.4	10.0	9.1	5.2	5.5	5.1	5.2	5.8
New Brunswick	8.4	8.3	8.0	7.6	6.8	5.0	4.9	5.3	5.6	5.6
Quebec	5.7	6.3	6.0	5.4	5.2	11.8	12.0	12.3	12.0	12.5
Ontario	11.1	10.9	10.7	10.1	9.3	10.4	10.6	11.1	11.6	11.4
Manitoba	12.1	12.5	12.5	11.6	10.1	8.1	8.5	9.1	9.1	8.5
Saskatchewan	11.4	11.4	11.6	11.8	11.0	5.9	5.7	6.6	6.8	6.6
Alberta	15.9	13.1	16.0	15.0	13.7	12.1	10.1	12.9	13.3	12.6
British Columbia	13.8	14.8	13.6	12.5	11.3	16.3	18.7	18.3	19.3	19.4
Yukon	23.5	22.4	22.3	20.5	18.2	21.7	18.0	21.1	23.8	21.2
Northwest Territories	17.2	17.0	17.6	17.5	16.1	9.2	8.4	8.3	8.6	8.6
Total	10.4	10.3	10.3	9.7	8.9	10.8	11.1	11.7	11.9	12.0

	Beer					Total				
	1980	1981	1982	1983	1984	1980	1981	1982	1983	1984
Nova Scotia	97.4	97.4	94.0	91.6	91.6	115.1	115.1	111.8	109.5	108.8
Newfoundland	129.5	124.5	122.1	121.9	116.5	143.0	135.8	136.0	135.5	129.6
Prince Edward Island	97.6	98.2	89.9	96.4	92.3	114.8	115.6	105.4	111.6	107.2
New Brunswick	101.7	105.2	98.9	98.6	94.8	115.1	118.4	112.2	111.8	107.2
Quebec	120.1	117.2	114.4	108.0	109.3	137.6	135.5	132.7	125.4	127.0
Ontario	111.5	112.9	111.1	110.0	109.9	133.0	134.4	132.9	131.7	130.6
Manitoba	101.2	104.1	98.9	98.6	103.0	121.4	125.1	120.5	119.3	121.6
Saskatchewan	93.1	98.1	88.1	84.9	87.2	110.4	115.2	106.3	103.0	104.8
Alberta	107.0	71.5	104.3	101.0	100.0	135.0	94.7	133.2	129.3	126.3
British Columbia	110.9	91.0	107.8	103.9	99.9	141.0	124.5	139.7	135.7	130.6
Yukon	211.0	238.9	187.4	187.8	182.8	356.2	279.3	230.8	232.1	222.2
Northwest Territories	109.0	108.7	109.6	111.2	118.9	135.4	134.1	135.5	137.3	143.6
Total	111.8	106.4	108.9	105.8	105.6	133.0	127.8	130.9	127.4	126.5

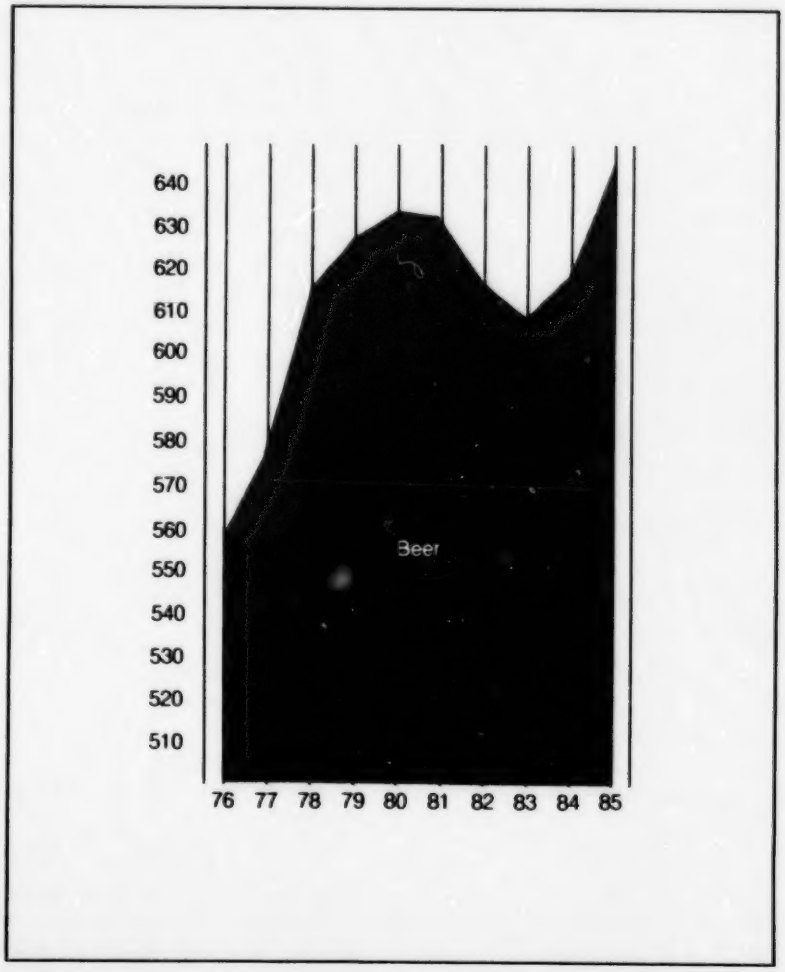
SALES IN HECTOLITRES
Volume to nearest 000's

Ten-Year Growth Pattern



SALES IN HECTOLITRES
Volume to nearest 000's

Ten-Year Growth Pattern



SALES BY STORES

Twelve-Month Period Ended March 31, 1985

□ Self-Service Stores
O Bottle Return Sections
Δ Specialty Sections

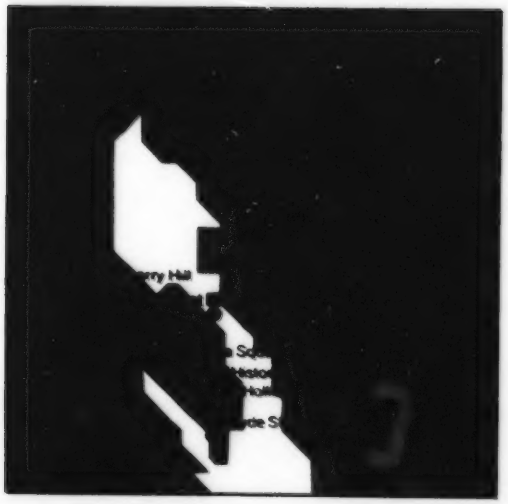
	Store No.	Location		Spirits	Wine	Beer	Total
Region 1 Halifax	104	Agricola Street	□O	2,022,868.03	663,000.58	2,131,915.78	4,817,784.39
	110	Bayers Road	□O	2,752,832.35	817,735.62	2,191,067.24	5,761,635.21
	120	Clyde Street	□O	3,037,782.90	1,529,645.40	2,288,933.80	6,856,362.10
	145	Halifax Shopping Centre	□OΔ	3,908,709.38	1,786,458.78	2,943,693.54	8,638,861.70
	151	Hollis Street	□O	1,192,712.06	387,560.93	750,586.88	2,330,859.87
	155	Historic Properties	□	50,517.66	731,907.02	—	782,424.68
	180	Scotia Square	□O	1,433,461.12	536,721.37	553,202.00	2,523,384.49
	185	Spryfield	□O	1,866,384.73	421,380.24	2,239,732.14	4,527,497.11
	190	Strawberry Hill	□O	2,308,187.77	557,531.81	1,854,213.26	4,719,932.84
	191	Hfx.-Licensee Store		5,094,085.24	2,850,606.31	11,502,104.36	19,446,795.91
	Total	**Regional**		**23,667,541.24**	**10,282,548.06**	**26,455,449.00**	**60,405,538.30**
Region 2 Dartmouth	201	Airport Store	□	62,604.41	16,623.78	27,970.20	107,198.39
	202	Bedford Place	□O	3,139,472.16	918,389.51	3,864,784.97	7,922,646.64
	209	Dart.-Bridge Plaza	□O	2,521,774.95	680,022.99	2,661,639.41	5,863,437.35
	211	Dart.-Canal Street	□OΔ	1,973,447.76	669,781.11	1,680,884.58	4,324,113.45
	212	Dart.-Licensee		1,302,661.70	310,311.09	4,242,380.47	5,855,353.26
	219	Dart.-Westphal	□O	4,074,826.16	1,160,392.23	4,056,098.04	9,291,316.43
	Total	**Dart. Stores**		**9,872,710.57**	**2,820,507.42**	**12,641,002.50**	**25,334,220.49**
	223	Elmsdale	□O	1,164,728.11	194,798.64	1,368,297.06	2,727,823.81
	227	Dart.-Forest Hills	□O	1,936,225.29	636,862.70	2,017,194.65	4,590,282.64
	270	Porters Lake	□O	1,379,953.18	221,755.14	1,297,650.61	2,899,358.93
	275	Sackville Town Centre	□O	1,928,855.80	434,199.11	2,217,468.45	4,580,523.36
	280	Sheet Harbour	□O	519,813.07	78,943.13	564,200.40	1,162,956.60
	285	Stewiacke	□O	821,697.39	124,897.24	957,080.70	1,903,675.33
	Total	**Regional**		**20,826,059.98**	**5,446,976.67**	**24,955,649.54**	**51,228,686.19**
Region 3 Eastern	303	Antigonish	□OΔ	3,296,650.49	556,756.53	3,099,125.81	6,952,532.83
	307	Arichat	□O	741,223.84	93,411.49	635,334.49	1,469,969.35
	312	Canso		441,497.02	56,465.10	603,768.41	1,101,730.53
	317	Guysborough	□O	410,319.49	108,558.48	548,747.94	1,067,625.91
	340	Mulgrave	O	340,040.56	68,975.39	441,624.00	850,639.95
	345	New Glasgow	□OΔ	2,683,655.82	599,201.32	2,673,821.01	5,956,678.15
	346	New Glasgow, Licensee		495,786.62	44,323.73	1,131,393.92	1,671,504.27
	355	Port Hawkesbury	□O	1,954,359.56	333,466.14	1,741,583.38	4,029,409.08
	360	Port Hood		542,933.70	77,862.38	487,789.44	1,108,585.52
	370	Sherbrooke	□O	324,642.96	41,796.15	328,691.62	695,130.73
	375	Stellarton	□	833,432.04	129,067.21	852,317.38	1,814,816.63
	380	St. Peters	□O	610,169.67	127,443.73	834,924.05	1,572,537.45
	387	Trenton	□	466,572.73	78,189.79	535,567.93	1,080,330.45
	397	Westville	□O	527,848.68	87,670.33	739,311.43	1,354,830.44
	Total	**Regional**		**13,669,133.18**	**2,403,187.77**	**14,654,000.34**	**30,726,321.29**

	Store No.	Location		Spirits	Wine	Beer	Total
Region 4 Cape Breton	408	Baddeck	□○	854,975.56	176,213.51	847,359.74	1,878,548.81
	413	Cheticamp	□○	659,383.66	81,457.96	872,871.76	1,613,713.38
	418	Dominion	□○	588,445.69	87,017.41	762,463.98	1,437,927.08
	426	Glace Bay	□○	2,551,117.31	386,991.67	2,591,431.97	5,529,540.95
	427	Glace Bay, Licensee		436,920.17	7,761.39	1,172,129.96	1,616,811.52
	431	Ingonish	□○	594,122.56	125,184.04	653,544.20	1,372,850.80
	436	Inverness	□○	914,590.79	106,846.82	882,428.88	1,903,866.49
	441	Louisbourg	□○	433,970.72	65,059.07	451,260.16	950,289.95
	445	New Waterford	□○	1,396,323.31	193,783.88	2,241,739.59	3,831,846.78
	451	North Sydney	□○	2,441,214.05	309,446.50	2,424,628.74	5,175,289.29
	473	Sydney-Ashby	□○	1,550,495.07	201,600.05	1,037,941.74	2,790,036.86
	474	Sydney Licensee		1,168,415.89	176,663.93	2,822,636.44	4,167,716.26
	479	Sydney-George Street	□○	3,479,458.23	578,339.67	2,711,561.41	6,769,359.31
	483	Sydney-Whitney Pier		618,487.14	70,320.52	607,512.18	1,296,319.84
	Total	**Sydney Stores**		**6,816,856.33**	**1,026,924.17**	**7,179,651.77**	**15,023,432.27**
	490	Sydney Mines	□○	1,114,488.37	154,463.17	1,741,666.50	3,010,618.04
	496	Sydney River	□○△	2,851,314.17	538,424.89	1,878,793.33	5,268,532.39
	Total	**Regional**		**21,653,722.69**	**3,259,574.48**	**23,699,970.58**	**48,613,267.75**
Region 5 Northern	502	Amherst	□○	1,660,681.13	361,002.37	2,308,123.97	4,329,807.47
	510	Bible Hill	□○	860,281.56	153,281.04	881,255.28	1,894,317.88
	522	Joggins		114,518.22	16,902.51	242,531.18	373,951.91
	538	Oxford	□○	403,629.17	63,915.48	450,896.62	918,441.27
	543	Parrsboro	□○	449,374.35	76,291.64	687,331.95	1,212,997.94
	548	Pictou	□○	1,112,380.15	200,112.88	1,113,564.64	2,426,057.67
	553	Pugwash	○	312,064.44	47,571.50	381,973.00	741,608.94
	558	River John	○	201,790.93	35,445.17	277,690.39	514,926.49
	567	Springhill	□○	536,155.64	90,157.00	846,674.10	1,472,986.74
	582	Tatamagouche	○	378,547.02	73,310.79	511,013.37	962,871.18
	592	Truro	□○△	3,782,132.36	797,112.83	3,430,797.07	8,010,042.26
	593	Truro, Licensee		508,471.90	105,257.09	1,333,710.61	1,947,439.60
	Total	**Regional**		**10,320,026.87**	**2,020,360.30**	**12,465,562.18**	**24,805,949.35**
Region 6 Valley	602	Annapolis	□○	780,003.59	205,813.17	882,761.84	1,868,578.60
	611	Berwick	□○	815,157.36	146,783.79	1,050,780.56	2,012,721.71
	615	Bridgetown	□○	425,797.97	88,995.32	456,968.40	971,761.69
	620	Digby	□○	1,351,660.54	277,756.72	1,475,770.68	3,105,187.94
	630	Hantsport	□○	343,692.57	67,210.11	327,756.59	738,659.27
	646	Kentville	□○△	2,363,751.03	650,385.82	2,993,771.79	6,007,908.64
	648	Kingston	□○△	1,246,304.84	382,023.33	1,678,866.55	3,307,194.72
	665	Meteghan	□○	749,536.79	113,623.96	1,115,591.07	1,978,751.82
	670	Middleton	□○	610,231.68	137,209.49	727,286.81	1,474,727.98
	692	Weymouth	□○	450,193.28	85,224.10	565,117.91	1,100,535.29
	695	Windsor	□○	1,638,347.47	248,698.03	1,868,830.30	3,755,875.80
	698	Wolfville		912,312.37	301,838.80	1,331,493.20	2,545,644.37
	Total	**Regional**		**11,686,989.49**	**2,705,562.64**	**14,474,995.70**	**28,867,547.83**
Region 7 South Shore	705	Bridgewater	□○△	2,922,731.63	605,717.82	2,840,872.08	6,369,321.53
	710	Caledonia		258,853.61	32,950.41	280,179.10	571,983.12
	715	Chester	□○	975,827.30	259,113.33	877,343.38	2,112,284.01
	725	Hubbards	□○	709,860.27	186,401.81	860,884.49	1,757,146.57
	755	Liverpool	□○	1,566,641.72	272,725.98	1,253,810.57	3,093,178.27
	760	Lockeport	○	265,719.56	63,710.19	237,355.42	566,785.17
	765	Lunenburg	□○	1,474,217.72	211,876.94	825,987.28	2,512,081.94
	770	Mahone Bay	□○	711,637.41	206,163.33	725,884.58	1,643,685.32
	775	New Germany	□○	321,062.91	49,633.76	435,196.18	805,892.85
	785	Shelburne	□○	1,373,537.57	188,193.12	1,326,348.55	2,888,079.24
	790	West Pubnico	□○	605,896.24	56,624.65	506,197.72	1,168,718.61
	798	Yarmouth	□○△	2,697,223.30	499,261.44	2,733,546.17	5,930,030.91
	Total	**Regional**		**13,883,209.24**	**2,632,372.78**	**12,903,605.52**	**29,419,187.54**
	Total	**Grand**		**115,706,682.69**	**28,750,582.70**	**129,809,232.86**	**274,066,498.25**

DISTRIBUTION OF STORES

■ Self-Service Stores
● Bottle Return Sections
▲ Specialty Sections

Halifax/Dartmouth Area



Sydney and Area